The Tobacco Interest.

Mr. Baker in his magazine article lays great stress upon what he calls the decline of the tobacco business, and complains that the American Tobacco Company, otherwise known as the trust, has run out of business large numbers of tobacco dealers and has in fact done what the farmers of Virginia in general and of the tobacco section in particular have of the tobacce section in particular have been trying to do over since the war, knock out the middle man. It is true that many men who were engaged in the tobacce business, both leaf and manufactured, in the early days are not now in the business, and it is true that the American Tobacce Company buys more tobacce and employs more men, and occupies more buildings than any other tobacce concern in Danville. It is postobacco concern in Danville. It is pos-sible that they do as much business as

tobacco concern in Danville. It is possible that they do as much business as all the balance combined, but it is not true that they do all the business.

The fact is that within the past lew sears the tobacco business has undergoner an evolution. It is not conducted on the slow and easy-going principle of the olden time. For instance: twenty to twenty-fave years ago, there was no such thing known as steam drying of leaf tobacco. It was dried and prepared for the market by air processes. Insit is to say, tobacco was hung on sticks in large brick factories and drying-rooms and there it hung for days, weeks and even months, that it might be dried and put in properorder by the laws of nature. That has been done away with, and now modern invention has brought into vogue the steam drying process, and costly machin-

The Evolution.

The Evolution.

Tobacco is bought on the warehouse floor to-day, run through the ateam drying process to-morrow and the next day packed into hogsheads and chose hogsheads rolled into mammouth storage warehouses, there to remain until the tobacco is marketed for use in manufacture. Many of the men who were engaged in the tobacco business in Dauville from a decade to twenty years ago were, to put it mildly, rather hidebound. They refused for one reason and another to adopt the new methods, or, in other words, declined to "evolute" with the evolution, and as a natural consequence they could not keep up with the band wagon and were forced out of business. Others, who had made money in the tobacco business, desired to embark in other lines, withdrew their capital from tobacco and invested it in other industrial directions. Among these were the Schoolfields, who went into the cotton manufacture; the Boatwights, who went into furniture manufacturing, and others who went in other lines new to Danville. But there were men engaged in the tobacco business in Danville who joined

Those Deserted Factories.

Those Deserted Factories.

The empty and deserted factories upon which Mr. Baker lays so much stress, as can readily be seen, are due to the evolution in the business, and not to any decrease in the tobacco business done in Danville. The old-time, or drying, factories are simply out of date. They are gradually being torn down, and modern, up-to-date factories put in their places.

The two widow ladies who own the

the two widow ladies who own the ins pictured in Mr. Baker's article have eady contracted with builders to erect nagnificent brick storage warehouse on a doresaid ruins; the firm of Dibreil others is erecting on the next block

to \$30 each.

See our display.

URGE

the dogs.

I am not here to defend the American Tobacco Company or its business methods, or to boost that institution in any way, shape, form or fashion. It may be a grinding trust, for all I know, or it may not be. But I have to-day difference to business, and I have found only one who would remove the American Tobacco Dueiness, and I have found only one who would remove the American Tobacco Company from Danville if it were in their power. That one was Mr. Adolphus Hines.

In a short talk with me, Mr. Hiftes said: "I care nothing about the railroad freight rates, If some power would remove the American Tobacco Company and restore the old conditions I would be perfectly willing for the railroads to sidvance their freight rates 100 per cent.

statislishment is pushing business. It pays
better."

Industrial Evolution.

The strongest complaint against the
first year thereafter amounted to \$40,000.

The strongest complaint against the
maintain that Danville has just cause of
complaint—is that the discriminating
freight rate prevents Danville from doing
a wholesale business. It is worthy of
remark right here that at the very moment Mr. Baker was writing that miserand was being coached in it by some
ill-advised Danville citizens, the morning paper of Danville was publishing an
article which dispreves pretty much
everything that Mr. Baker wrote along
these lines. The article was headed

statistic posperty, we make a Manual consist of the passive and the strongest was reconsern that dropped the rotall busless some six or eight years ago, and
into some six or eight years ago, and
interest spirit protection that dropped the rotall busless some six or eight years ago, and
interest spirit protection.

It is modernly equipped and
travels five men. These facts show that
the sales for the year now ending is
freight rate prevents partitle from Danville.

There is no point in the State that
offers a better opening for the Jobbing
of shoes, dry goods, notions, drugs and
mill supplies than does this city.

"We believe that either or all of these
can be worked from Danville on just as
good paying basis as from an older
place. Danville is now remained on the strongest of the year now ending is
freight rate prevents and travels five men. These facts show that
the sales for the year now ending is
less some six or eight years ago, and
in set strictly into Jobing, its sales for the
first year thereafter amounted to \$40,000.

It is modernly equipped and
travels five men. These facts show that
the sales for the year now ending is
less some six or eight years ago, and
in strict year thereafter amounted to \$40,000.

It is sales for the year owe either first year thereafter amounted to \$40,000.

It is sales for the year owe eithe first year thereafter amounted to \$40,

Danville has gone or intends to go to the dogs.

I am not here to defend the American Tobacco Company or its business methods, or to boost that institution in any better."

Stablishment said to me: "Instead of houses, all of which, we believe, started by with small capital and have worked up disadvantages to the whole world, my by energy and industry to a solid and establishment is pushing business. It pays successful prosperity. We have a hard-better."

Other Industries.

what we so long needed—alversines intorests."

That statement is \$\frac{\psi}_{\text{e}}\$. The time was
when Danville did \$\frac{\psi}_{\text{e}}\$. The time was
when Danville did \$\frac{\psi}_{\text{e}}\$ bette time was
when Danville did \$\frac{\psi}_{\text{e}}\$ bette time was
when Danville did \$\frac{\psi}_{\text{e}}\$ bette time was
there is a big wholesale grocery business
done here, and the following industries
are in full blast and doing, well:

A factory that makes overalls and
sells them in twenty-eight States of this
Union; two furniture factories that sell
furniture throughout the South, in Mexleo and in Cuba (one of them shipped
only last week two carloads of tables
and desks to Cuba); two sash, blind and
door factories are doing a flourishing business, and Danville-made goods are going
in houses being crected all over North
and South Carolina. Westbrook's Foundry and Machine Company are simply
making money hand over flat, making and
selling an imploved elevator.

These elevators are being sold and
shipped as far West as St. Louis, and
as far North as Boston, and all over
the South. Another foundry company
does a nimmense local business, and a
yast deal of shipping. The Danville Knitting Mills confine their efforts entirely
to high-grade goods, and sell the bulk
of them in New York City. The Dan
Valley Flouring Mills, which, by the
way, have bought out the Pledmont Mills
in Lynchburg, sell their flour in thirteen
States. The Virginia Hardware Company'has recently added to their establishment a harness manufacturing department, and within the last ten months
has sold throughout the South \$30,000
worth of harness manufacturing department, and within the last ten months
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worth of harness manufacturing department, and within the last ten months
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worth of harness manufacturing tecapacity in the South a Real Estate Increased Values.

Real Estate Increased Values.

Now, as to real estate values. For the past two years Danville has been on a veritable real estate boom. The commissioner of the revenue and the real estate agents are my authority for the statement that no town in the State, or in the South, perhaps, has enjoyed a more rapid or mare healthy increase in the value of feal estate. This is especially true as to the residence section of the city. Business property has kept fairly good pace with the residence section. It would make this story too long to attempt to enumerate the half of the transactions of the past two years, to show the rapid increase in values. Just one case will suillee, Five years ago Mr. E. P. Sangston bought a Main Street store for his own use as a jeweiry house the paid for, it the sum of \$8,200. Last week he sold this property to Mr. J. W.



BARRY AND HALVERS,
GRIFF BROTHERS,
MISS EMILIE BENNER,
PHIL STAATS,

THE CAMERAGRAPH NEW MOTION PICTURES.

All This Week.

Mats. Wednesday and Saturday

Usual Prices

SPECIAL ADDED ATTRACTION,

MISS KITTY TRANEY,
AND HER WONDERFUL TRAINED PONY AND DOGS.
Reserved Sent Sale—Branch Allen's and Miller's Drug Store.

FREE ATTRACTION ALL THIS WEEK,

BLANCHE SLOAN,

DARING QUEEN OF MIDAIR. TWO PERFORMANCES DAILY.

A FUN FEAST FOR EVERYBODY.

TWO BAND CONCERTS TO-DAY

sent here by The Times-Dispatch to defend the rallway company or the American Tobacco Company or the cotton mills, all of which have come in for a share of the abuse Mr. Baker heaps upon things in general, but I think a few words ought to be said in justice to all three.

The great complaint—the one complaint against the rallway—is that it gives Lynchburg a better rate than it gives Lynchburg a better rate as a competitive point; that to do so would be suicidal, and the courts have decided that the rallway company is justifiable in its action. But the Southern has given Danville everything else it asked for. For instance, Danville has the best, most substantial and handsomest depots, both passenger and freight, to be found anywhere on the Southern road between Washington and Atlanta.

Low Tax Kates.

Low Tax Rates.

The Company Store.

The Dan River Cotton Mills Company, y Mr. Baker. He wrote as follows:

of age. The working hours are ten, not as long as some other Southern cotton mills. A county public school has been operated at the mills, the company donating to the county the ground upon which the school-house was built and contributing some cash to make it a better building than the county was willing to erect. The county was willing to erect. The county ran the school this year the usual term and then the company paid the teachers their salaries to carry the school on a month longer. The record shows that it was the best attended school in the city.

There is a general store near the mills. It is a stock company and all of the stockholders are also stockholders in the cotton mill, but all of the stockholders in the store company. To all intents and nurposes they are two separate and distinct establishments. Mr. Overby, who conducts the store, showed me his books for the two weeks encompassed by the fallacious statement of Mr. Baker. For that two weeks the pay-rolls of the mill were 19,847.80. The orders given on the store during that two weeks amounted to \$62.45. These orders were given to new hands who had come in to work and had no means to support their families between the time they commenced work and the first pay day, which comes only once in two weeks. This much, I think, ought to be said in justice to the people who conduct the mills.

and shipped direct from the place of purchase to their larger customers, and these, of course, don't figure on the rail-read books in Richmond, nor do the goods sold to city retailers and delivered to

Natural Advantages.

Fruits and Canned Goods

Scuthern market. This, like the roasting of coffee is a growing business, and
one of the many modern up-to-date lines
that the Richmond jobbers have taken
hold of to take the place of nails, meats,
hogshead molasses, roils of sole leather
and some other bulky shipments that
used to so delight the eye of the-oldtimer.



RESIDENCE OF R. W. PEATROSS, JUST COMPLETED AT A COST OF \$18,000.

of others, is simply the old story of the survival of the fittest. Mr. Hines has not survived.

Tobacco Manufacturing.

Tobacco Manufacturing.

It is true that twenty-odd yrara ago there were twenty-six factories engaged in the manufacture of tobacco in Danville, and there are now ody four outside of the American Tobacco Company, and they are called "independents." but Danville is to-day handling more plus and twist tobacco than it did twenty years ago. The four "independents" remaining in business, with the help of improved machinery and modern paraphernalia, are putting out quite 4,00,000 pounds of the finished product, whereas twenty-six independents of twenty years

Successful Wholesalers.

Perfected Iron Folding Beds

Folding beds there are without number, but-the PER-FECTED is the only all-metal REGULATION IRON BED, shown in cut, that is foldable. You simply push the mattress and spring up from their usual flat position to an upright one, then fold the head and foot-boards in front of spring as though they were two gates. Nothing could be simpler or stronger. Prices, including fine National Springs, range from \$10

Sole Agent for the Celebrated

Alaska Refrigerators.

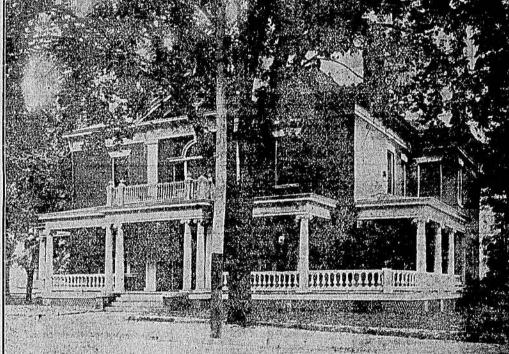
"Best in the World."

Successful Wholesalers.

These nine wholesale stores sold last year between two and two and a quarter million dollars' worth of goods; they traveled not less than twenty-live men, and they are all making money. It is true that some of them are rather small concerns, operating on limited capital, and it is true that their territory is contracted. When they go east as far as Mecklenburg county, they meet Norfolk; when they go north beyond Pittsylvania, they meet Lynchburg, "and," sald one of these merchants to me, "we meet Richmond everywhere." Out south these wholesalers have a larger territory.

They sell goods down in North Carolina

weeds were growing in the streets of travels a number of men and is making Danville, or as if the tobacco side of money. One of the proprietors of this



RESIDENCE OF R. A. JAMES, DANVILLE, VA., JUST COMPLETED AT COST OF \$15,000.

The print, and provides of these of the control of the print, and the print, and the print of the print, and the print of tors put in operation here during this period, and some of them of quite recent origin, will be interesting and convey information which we dare say many of our citizens do not now know. During the last ten years Danville has started, in the manufacture of cotton goods 43, 608 spindles, 1,608 looms, and put to work 875 operatives. By July 1st of this year this new plant will be exactly double, making a total of 86,016 spindles, 3,212 looms, and 1,750 operatives, to which is to be added 73,969 spindles, 2,653 looms, and 1,550 operatives in operation prior to this period, making a graind total of 18,976 spindles, 5,855 looms, and 3,500 operatives, with an annual pay-role of \$220,000 at year. During this period Dauville men have put in operation a plant which manufactures pants, coats, shirts and overalls, putting out from 25,000 to 30,000 dozens per year, employing 150 operatives, and does a business of \$16,000 annually. During this period Danville men have started a knitting factory which employs 135 operatives and puts out 135,000 dozens of lts product annually, and we are informed by the presidents of these respective enterprises that the capacity of both will be practically doubled in the immediate future.

"During this period Danville men have built and equipped a furniture factory

ing for a live, intelligent colonizing and labor agency here. There is a demand for labor of all kinds, and it brings a good price.

to build on them houses for their own occupancy—two of them are to be erected this summer and the other next year.